

EXHIBIT 18

REDACTED

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Page 1

1 UNITED STATES DISTRICT COURT
2 FOR THE WESTERN DISTRICT OF WASHINGTON AT SEATTLE

3
4) Case No.
5 IN RE VALVE ANTITRUST LITIGATION) 2:21-cv-00563-JCC

6
7 VIDEO-RECORDED 30(B)(6) DEPOSITION UPON ORAL
8 EXAMINATION OF
9 VALVE CORPORATION
10 SCOTT LYNCH

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15 9:11 A.M.
16 OCTOBER 13, 2023
17 701 FIFTH AVENUE, SUITE 5100
18 SEATTLE, WASHINGTON

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24 REPORTED BY: CARLA R. WALLAT, CRR, RPR
25 WA CCR 2578, OR CSR 16-0443, CA CSR 14423

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1 Q. But he would have been consulted about the
2 change, right?

3 A. Yeah. We talked about the change. Yeah,
4 yeah.

5 Q. Would it have been people generally in the
6 sort of Steam business group that were talking or
7 reviewing this?

8 A. Lots of people in the Steam business group
9 would have seen this; people on game teams, Steam
10 engineers, yeah.

11 Q. Several large publishers had stopped
12 publishing new titles on Steam around this same time,
13 right?

14 For instance, Ubisoft with the division?

15 MR. CASPER: Object to the form of the
16 question.

17 A. You said "several." I don't -- I don't
18 recall -- I mean, I don't know, you know -- I never
19 looked at like how many stopped around this time or
20 what around this time means.

21 I think Ubisoft, probably around this time
22 because we looked at an email yesterday. Division 2
23 maybe went to -- no, I think we were just in
24 discussions with Ubisoft. I think Division 2 went
25 after this to Epic Games Store exclusively. Yeah, I

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1 don't -- I don't know if several left.

2 Q. (BY MR. SIEBERT) Prior to this EA had stopped
3 publishing new titles on Steam, right?

4 A. Well, long ago prior.

5 Q. About 2011?

6 A. Their last release -- new release on Steam may
7 have been in that time frame.

8 Q. What was the genesis of the change?

9 A. The genesis of the change?

10 Well, as I recall, I was kind of the
11 instigator on -- on thinking about this, and then
12 developing the idea.

13 Q. And what was your reasoning?

14 A. Oh, gosh. Well, the reasoning was kind of a
15 whole collection of things and, you know,
16 considerations and then how we went about implementing
17 it. You know, it was -- it was competitive, you know,
18 especially there's individual publishers like we talked
19 about EA, and really wanting them to kind of be on the
20 platform, and finding a way to do that and move the
21 needle.

22 There were negotiations with partners that,
23 you know, were asking for a rev share change. I think,
24 you know, there's probably conversations that were
25 going on with [REDACTED], maybe around this time, or at

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1 least at some point.

2 There were -- you know, there were thoughts
3 around, you know, how -- how does this fit in to -- you
4 know, like what could we do and not, you know, not lose
5 money. You know, is there some room there that we
6 could do?

7 There's like the competition from, you know,
8 third-party stores and wanting to stay competitive with
9 them and all of our competitors. So there were, you
10 know, tons of things that, you know, went into that
11 kind of like feeling like, you know, maybe this is a
12 time when we -- you know, it makes sense to, you know,
13 change our -- our rev share.

14 Q. One of the things was certain individual
15 publishers, you mentioned █, right?

16 A. Yeah.

17 Q. And you wanted to bring people like █ back to
18 the platform?

19 A. Well, we wanted -- it was -- it was not only
20 people like █ It was, you know, there were -- you
21 know, independent developers that, you know, had made
22 hit games and just had never ever come to Steam.

23 So it was like, you know, █

24 █ It was like █ -- God, we wanted
25 █ Hell, it was like █

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1 It made us insane that we could just never
2 convince [REDACTED] to come onto the platform. It was like
3 [REDACTED] It was like -- there -- there's just a
4 long list of companies that it was awesome they were
5 successful, but like we really felt like there was a
6 bunch of incremental value that we could add for all of
7 those folks and magnify what they were doing, and --
8 and we wanted to do that. And --

9 Q. You mentioned a couple of companies. I want
10 to talk about those -- or games and talk about those
11 specifically.

12 You mentioned [REDACTED], right?

13 A. Yes.

14 Q. And they make [REDACTED], right?

15 A. They do.

16 Q. They do not publish on Steam, right?

17 A. They do.

18 Q. What do they publish on Steam?

19 A. They have a few titles on Steam, but not

20 [REDACTED]

21 Q. [REDACTED] is distributed through a
22 [REDACTED] launcher instead; is that right?

23 A. Yes. [REDACTED] was another one that we always
24 wanted to be on Steam.

25 Q. You mentioned [REDACTED], right?

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1 A. Yes.

2 Q. Who makes [REDACTED]

3 A. [REDACTED] was made by [REDACTED], which is a small
4 developer started by this guy -- I'm spacing on his
5 name. He's not there anymore, but I think [REDACTED] is
6 still the developer.

7 Q. Is [REDACTED] distributed through Steam today?

8 A. No, and it kills us. We've tried so hard for
9 so long. Maybe some day. We will never give up.

10 Q. Do you know why [REDACTED] is not distributed
11 through Steam today?

12 A. I -- I don't know. I don't know.

13 Q. Do you know if Valve employees have ever
14 discussed why that's the case?

15 A. Oh, I'm sure we've theorized, you know, like
16 why are they not on Steam and how do we convince them
17 to be on Steam and what they might be thinking and, you
18 know, how -- sort of what can we sort of present or
19 explain to them or, you know, is there a better way to
20 do this? I'm sure we talked about all kinds of stuff.

21 Q. Do you know if [REDACTED] or [REDACTED] developers
22 have ever stated publicly why they don't distribute on
23 Steam?

24 A. I -- no, I don't know.

25 Q. Would it surprise you if they did?